

AGE OF INTELLIGENT BOOK SALESPERSONS WILL SOON BE HERE

William Penn High School Is Training Class to Displace the Kind That Irritates Buyers

DEMAND IS VERY GREAT

By M'LISS

It was neither above nor below the average. She wore her nose too copiously and her hair too obviously marcelled. It was one of those queer quirkinesses that the little girl Fate that her mission should be the selling of books, when it was so patent she was meant for more lucrative purposes.

"Another Waters" was what I asked her. "What did she write?" she came back at me, arranging a frill meanwhile. "The 'Auntie'." I replied, "she was written by Moore."

"Business of retreating to the shelves; and books appearing in business of consultation with the catalogue. She queried plaintively, as she turned the pages of the big bibliography you mean the famous Moore who wrote 'The Jezebel Bride'?"

"I explained hastily that it was the more famous George and not J. Frankfort in whom I was interested."

"I was wasted which will not be true when the class in book salesmanship was being held at the William Penn high school in older and the pupils from these classes have forced the incumbents to their places behind the petticoat and the label counters, where they properly belong."

Three years ago this unique course was established by Dr. Lucr Langdon W. Wilson, principal of the South Philadelphia high school for girls. For a long time it was the only class of its kind in the United States. Then it attracted the attention of a New York publisher. He came in person to hear more about it, liked what he heard and wanted to set up a class in Philadelphia. Hence there are two such institutions now.

Miss Bessie Graham, Bryn Mawr graduate and possessor of a diploma in library science from Drexel Institute, is continuing the work started by Doctor Wilson. She doesn't care at all in how big type I print the fact that the demand for her pupils is so great she has not been able to supply it and that she has a list of the names of the proprietors of book shops who are waiting for her to hurry up and graduate one model book salesman for them.

"A great many people," she told me, "are at in the fine old library of her home on South Fifteenth street, 'have an idea that up at the William Penn we are bringing into being a more clever breed of that pestiferous clan, the book agents.'"

"But, of course, we aren't. We are, instead, teaching girls, and men, too, this year, about book selling, in the most intelligent, unparadigmatic things happen in book departments. The story is told of a man who went into a shop and asked the salesman if she had 'Iphigenia.' She may have been dumb, or she may have been attempting cleverness, but at any rate, she answered: 'No, I've been vaccinated.'"

"And only the other day Mrs. Horace Traubel, wife of Walt Whitman's literary executor, told me that when she asked for the 'Camden poet's renowned 'Leaves of Grass,' the woman went to the shelf devoted to books on gardening."

Miss Graham's girls will not do this. Instead, when confronted with 'Iphigenia,' they will floor their patron with the retort: 'Cerberus, the Racine's or Sophocles.' They know that William James's 'Pragmatism' is to be found with the philosophies and not among the religions; and when you tell them you want the King James Bible they won't bring you a Douay.

"The entrants to this class," its teacher continued, "must have had two years of high schooling, that their equivalent. They must know the standard books. We cannot be expected in a year to teach them books—that takes a life-time, but we can teach them how to take an intelligent attitude toward the books they sell. In the library course given in conjunction with the book-selling, we go into the matter of what books to recommend to what people." The classes meet three times a week and are of two hours' duration. Thus far, only two men have had the courage to enter—showing that this isn't Boston, where book-selling is on a high, high plane—so high, in fact, that women in most of the shops are permitted to sell only the juveniles books.



MISS BESSIE GRAHAM

HOUSEHOLD HELPS

IN THOSE families where the breakfast egg is inevitable and the morning meal is not complete without it, changes are necessary occasionally in order to retain the appetite for it. The following is a substantial dish especially welcome on a cold morning:

EGG SAUSAGE Sliced sausage, four eggs, three tablespoonfuls of milk, one tablespoonful of butter, salt and pepper to taste. The sliced sausages are warmed in a saucepan and the extra fat poured off. Then pour over the butter, eggs and milk that have been beaten together. Stir until cooked like an ordinary omelet.

TOMATO OMELET Two cupfuls of tomato sauce, two tablespoonfuls of chopped onion, one tablespoonful of butter, six eggs, salt and pepper. Warm tomato sauce and onion and seasonings together, then strain and boil in a saucepan. Add the eggs, slightly beaten, and stir until creamy and serve hot, garnished with parsley. Another quick breakfast dish, which is quite substantial, is the following:

CHEESE AND EGGS One cupful of grated cheese, one cupful of tomatoes, one tablespoonful of butter, four eggs, seasoning. The tomatoes are strained and then cooked in a double boiler with the butter. As soon as hot, the cheese and seasoning are added. When the cheese is thoroughly melted, the slightly beaten eggs are poured in. As soon as the mixture thickens it is poured on toast points and served hot.

EGG CREAM ON TOAST Four eggs, four tablespoonfuls of cream, four tablespoonfuls of stock, salt, pepper. The eggs are thoroughly beaten, then stock and cream are added and all ingredients mixed together well. Pour the mixture into a double boiler, or any saucepan over hot water, and stir until reaches a jelly-like consistency. Then season and pour on toast.

A SWEET OMELET The sweet omelet is usually a favorite with children. If jelly is used it should be poured in the center of the omelet a few seconds before the omelet is ready to be folded over. The sweet omelet is usually powdered with sugar. Here is a rather elaborate sweet omelet that is most delicious.

Six eggs, six stale macaronis, one tablespoonful of thick whipped cream, one tablespoonful of powdered sugar, three tablespoonfuls of apple jelly, one tablespoonful of butter, one tablespoonful of warm water. The eggs are beaten, then warm water and sugar added. The macaronis are crumbled and mixed with jelly and whipped cream.

Pour the eggs into a hot buttered pan, stir as for ordinary omelet and just before folding pour the sweet macaroni mixture in the center. The omelet is then folded over and served hot, dusted with powdered sugar. If desired, whipped cream may be served with it.

CHANGES IN FACULTY MARK OPENING OF HAHNEMANN TERM Dr. W. B. Griggs Will Occupy Two Posts at School

Three changes in the faculty of the Hahnemann Medical College mark the beginning of the school year at the college, 224 North Broad street.

Dr. William B. Griggs, director of the Herking Laboratory, has been appointed to take the place of Dr. William H. Yeager, associate professor of therapeutics, who died last summer. Doctor Griggs is to hold both positions. He himself is a graduate of Hahnemann and has been connected with the faculty for more than twenty years.

Dr. Wilbur Horn is to be the new professor of inorganic chemistry at Hahnemann. He occupied the position of professor of chemistry at Bryn Mawr College before accepting the new position.

Dr. Frank Griffen is to be the director or demonstrator of the chemical laboratory. He is a graduate of Swarthmore College and has been doing special work at Columbia University with Dr. Alexander Smith during the last year. Doctor Griffen is also to be professor of chemistry at Friends' Select this year.

The president and the dean of Hahnemann remain the same and the heads of all the departments are unchanged. The president is Dr. Charles B. Barry, who has been there for twenty years. The dean is Dr. William Pearson, who has held that position for three years.

The enrollment this year is 100. Of this number sixty are new students in the pre-medical and freshman classes.

Advertisement for Resinol Soap, featuring an illustration of a woman's face and text describing its benefits for improving complexion.

PHILADELPHIA WOMEN STRONG FOR HUGHES IN HYPOTHETICAL VOTING

Poll of Leaders Shows G. O. P. Would Win Majority of Ballots if State Had Universal Suffrage

FOR AMENDMENT STAND

Philadelphia women favor the election of Charles E. Hughes. A poll of their opinions, being taken by the Evening Ledger, indicates that President Wilson's policies are opposed to their beliefs and that Mr. Hughes typifies to them the ideal man for the presidency during the next four years. The suffrage views of the two candidates, they say, have not influenced them to a great extent in their opinions of President Wilson or Mr. Hughes, although many women have said they favor the Republican nominee because he has taken a stand for woman suffrage through the adoption of a constitutional amendment.

The poll taken by the Evening Ledger has been nonpartisan and taken among women in the representative spheres of activity. These opinions are quoted: D. A. R. REPRESENTS VIEWS Mrs. Thomas E. Potter, Jr., regent of the Daughters of the American Revolution, Philadelphia Chapter: "I am always a staunch Republican, because I believe in Republican policies. I have stood myself and built up the country. The Democratic policies and administrations have never been anything but failures. The Republican party is the party that has given care of the industries of the United States, and after the war the country will thrive in its industries far more under Republican than Democratic government. It is not the present but the future that we have to look to, and Mr. Hughes is the strong, capable man to handle it properly. In addition to this, Mr. Wilson has one of the most horrible blunders in Mexico, and his diplomacy in the European situation has been characterized throughout by a pitiable lack of decision."

Mrs. William A. Wood, one of the leading suffragettes of Philadelphia, grand marshal in the suffrage parades, and especially active in Congressional Union work: "There are four million women who vote in the Western States. They will hold the balance of power in the coming election, and they will vote solidly for Hughes, for they have given the lie—once and for all—to the old delusion that women cannot organize. We have had a long and varied experience with Wilson and in no instance has it been satisfactory. He has tried to do him every imaginable chance to make good, but he has failed throughout. He has opposed woman suffrage as a Federal amendment in every possible way, yet has tried to play the game both ways by pretending to be our friend. It is utterly folly, though, for him to think he has succeeded in pulling the wool over our eyes. He is not a vision is quite as keen as his and he will find it out to his sorrow. President Wilson has not even treated us with decent courtesy until the eleven months ago, when he came to Atlantic City. And even then he talked like a child and only wasted our time and money. He was absolutely non-committal in every word he said."

"You never know what you stand, with Wilson; even the members of his own Congress know this and admit it. And his eleventh-hour trip to Atlantic City was too late and too weak to give us any good. Mr. Wilson is all right as a student—that is his proper sphere; but after all he is nothing but a college professor, and he shows the limitations of his training. As a result we have absolutely no confidence in him as a statesman. In Hughes, on the contrary, we have every confidence. He is altogether out of Wilson's class. He has a clean, strong, consistent record, a wonderful mind and sterling qualities of character. He holds the nation's confidence, and the student and professor has not the ability to visualize the position of women in this country; Hughes, the jurist and statesman, can and does visualize their position. That is the difference between them on the question of woman suffrage."

PROFESSIONAL WOMEN'S STAND Mrs. James Large, an officer of the Cushman Club: "I think I should vote for Wilson if women had the ballot here. Mr. Wilson is doing his best, and I am very well satisfied with his actions."

When Dr. Clara Marshall, president of the Woman's Medical College, was asked for her presidential choice she at once named "Hughes." When questioned further as to her reasons for this preference she replied succinctly: "Every reason."

Mrs. Rudolph Blankenburg, wife of ex-Mayor Blankenburg and honorary vice president of the Equal Franchise Society of Philadelphia: "Politically I am nobody from nowhere until I am given the right to vote. I can see good points in both candidates, but until I receive the franchise I don't feel called upon to express an opinion. I am a firm believer in peace and am grateful to the Administration for having kept us out of war up to the present time, but if Hughes is elected, he will doubtless try equally to avoid war."

PRINCETON NOW TEACHES MILITARY SCIENCE AND TACTICS Captain Stewart Heintzelman Detailed From U. S. A. to Take Charge

PRINCETON, N. J., Oct. 9.—In accordance with the military movement now prevalent throughout the country, Princeton University has inaugurated a course in military tactics.

Captain Stewart Heintzelman, Sixth Cavalry, of the United States army, has been detailed to the university as professor of military science and tactics. The course is an elective one, and is restricted to men in only the junior and senior classes.

Captain Heintzelman will commence his service here tomorrow, with the opening of college.

RAISED FUND FOR PARALYSIS VICTIMS



These four little girls, forming a club especially to aid infantile paralysis convalescents, turned over \$17.50 today to the infantile paralysis fund of the Emergency Aid committee. They are Beatrice Spooner, president, thirteen years, and her sister, Hilda, eleven years, both of 4523 North Fifteenth street, and Estelle Stiles, twelve years, secretary, and her sister, Beatrice, ten years, both of 4510 North Fifteenth street. All four acted as treasurer for the money, which they raised in five hours at a sale of fancy work, cake and candy at the Spooner home.

FAKE ALARM TO TEACH REAL FIRE FACT TODAY

Demonstrations for Prevention Methods and Safeguard Against Accidents

The most spectacular false fire of the season will be put out at 2:30 o'clock this afternoon on the north plaza of City Hall as the chief event on the local program for the first National Fire and Accident Prevention Day, which the committee, under the chairmanship of Fire Marshal Elliott, is endeavoring to establish as an annual event throughout the country. The display will be in charge of Chief Murphy of the Bureau of Fire. The test alarm will be sent from the box at Broad and Ransand streets, and the engines and firemen responding will go into service at Broad and Filbert streets, demonstrating the arrival in response to an alarm and the actual time of getting the high pressure system into service.

In addition to the public display the day's program includes instruction in all the city schools. The children will visit the firehouses nearest their schools in company with their teachers at the close of this afternoon's session and receive explanations and instructions regarding the use of fire-fighting apparatus. Pamphlets on fire and accident prevention have been distributed to all schoolrooms, and special addresses will be delivered during the closing hour of this afternoon at all the city high schools.

The list of speakers and schools at which they speak follows: Central High School, Charles A. Hexamer; Northeast High School, J. S. Mallory; Germantown High School, H. W. Foster; William Penn High School, George W. Elliott; South Philadelphia High School, Powell Evans; West Philadelphia High School, E. P. Gruenberg; Philadelphia Normal School, Mrs. J. R. Wilson; Frankford High School, R. H. McQuale.

In explaining the purpose of the day, Fire Marshal Elliott said: "We are trying to fix in the minds of citizens that we are losing \$20,000,000 a year by wasteful fires, which cost each man, woman and child \$5 a year, and that accidents are killing 35,000 persons a year. In an effort to help all the Catholic Girls' High School was started by Bishop McDevitt and funds for its erection were procured through his efforts."

Forgotten Coal Pillars Rediscovered HAZLETON, Pa., Oct. 9.—Pillars of solid anthracite forgotten years ago, what we are told, were worked out by the old No. 15 colliery of the Upper Lehigh Coal Company, were rediscovered by Superintendent Charles Bohland. He saw a new hole in the old gangways, where he made the find which insures years of steady work.



Advertisement for Furrier's Stroud Pianola, featuring an illustration of a woman in a fur cape and text describing the product's quality and price.

JEWISH WOMEN PLAN BIG BUILDING AT SHORE

National Council Launches Winter Campaign for Fund to Establish "Fireside"

ATLANTIC CITY, Oct. 9.—Members of the National Council of Jewish Women have set in motion a winter campaign for the establishment of a national fireside headquarters for their order in Atlantic City before next summer if possible. Ways and means are being considered for the raising of a fund with which to acquire either a property adapted to the purposes of the National Council or to purchase a lot and erect a building. The fireside is to include meeting and recreation rooms, as well as a dormitory where young women here without friends may always find a welcome and advisers.

The winter campaign is under the direction of the Atlantic City Council of the national body, with which are affiliated many prominent Philadelphia women who make their homes here during a considerable part of the year. The officers are Mrs. Saul Nathan, president; Nettie E. Arnold, Mrs. Harry Bacharach, vice presidents; Mrs. Nathan Greenberg, recording secretary; Miss Carrie Ribel, corresponding secretary; Mrs. Sol Rheinberg, auditor. The directors include Mrs. Joel Hillman, Mrs. F. G. Asherman, Mrs. G. O. Rosenstock, Mrs. A. Strauss, Mrs. W. Bernsteim, Mrs. Henry Fisher, Mrs. Anna E. Fridenberg, Mrs. Jacob Wilson, Mrs. Victor Adler, Mrs. Hattie Sack, Mrs. Mack Lutz, Mrs. E. Fridenberg, Mrs. M. S. Strausstein, Mrs. B. Rosenblatt, Mrs. M. Bloom, Mrs. E. Benish, Mrs. S. Sternberger, Mrs. J. B. Perle, Miss Lena Peilom, Miss Rosa Wilson, Miss Clara Lippman and Miss Emma Lewin.

The chairman of the committees are Mrs. J. V. Bernsteim, hospitality; Mrs. A. Strauss, religious work; Nettie E. Arnold, publicity; Miss Rosa Wilson, membership; Mrs. J. V. Bernsteim, philanthropy; Mrs. Anna E. Fridenberg, social service, and Mrs. Saul Nathan, program. A register presented to the council by Mrs. Fridenberg in memory of her mother will be kept at the Hotel Breakers as temporary headquarters until the National Fireside is opened.

G. H. Thomas Now an Air Pilot After thirty-five minutes of graceful evolutions hundreds of feet above the Delaware river opposite National Park, George C. Thomas, Jr., of Chestnut Hill, qualified yesterday afternoon for the coveted national pilot's license in his new flying boat, Bob. He performed the necessary test alone in his aircraft and returned at 3:30 to the hangar of the Philadelphia Aviation School at Essington.

BISHOP McDEVITT HONORED Given a Reception at Catholic Girls' High School Students and members of the Alumnae Association of the Catholic Girls' High School, Nineteenth and Wood streets, honored a reception today to Bishop Philip J. McDevitt, recently consecrated Bishop of Harrisburg. Bishop McDevitt was presented with a complete set of furnishings for his private chapel at Harrisburg. He will be installed as bishop next Monday, when papal documents will be read in the people of that city. The Catholic Girls' High School was started by Bishop McDevitt and funds for its erection were procured through his efforts.

Advertisement for Harris Importer, featuring a coat of arms and text inviting early inspection of their exclusive display of millinery, evening gowns, blouses, coats, dresses, suits, etc.

Large advertisement for HEPPE pianos, featuring an illustration of a piano and text describing the 'pianola' feature and listing various models and prices.

Norwood Teachers' Reception Tonight A public reception of the school teachers will be given by the Norwood Home and School Association and the School Board at the Norwood School tonight. The Norwood Club will furnish music. The executive committee in charge consists of the Rev. Roy N. Keiser, chairman; Mrs. Herbert K. Lewis, Mrs. Henry A. Ickes, H. H. Ford, president; the Rev. Stanley D. Holmer, vice president; Harry L. Spang, treasurer, and Eugene A. Hillton, secretary.

Advertisement for MERIDALE BUTTER, featuring text describing its quality and availability.

Advertisement for Harris Importer, featuring a coat of arms and text inviting early inspection of their exclusive display of millinery, evening gowns, blouses, coats, dresses, suits, etc.

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